



## Legislation Details (With Board Report)

|                      |               |                      |                      |
|----------------------|---------------|----------------------|----------------------|
| <b>File #:</b>       | A 22-426      | <b>Name:</b>         | Esaote Agreement     |
| <b>Type:</b>         | BoS Agreement | <b>Status:</b>       | Passed               |
| <b>File created:</b> | 7/22/2022     | <b>In control:</b>   | Board of Supervisors |
| <b>On agenda:</b>    | 8/23/2022     | <b>Final action:</b> | 8/23/2022            |

**Title:**

- a. Approve and authorize the Director of Health, to sign a Quotation Purchase Agreement (“Agreement”) with Esaote North America, for the purchase of extended services warranty for one (1) ultrasound machine with serial number #1749 and related software and warranty, for use in the Monterey County Health Department Alisal Health Center clinic, retroactive to March 6, 2022 for a term through March 05, 2027, for a total contract liability of \$13,750; and
- b. Approve the recommendation of Director of Health to accept all non-standard provisions in Agreement, including indemnification; and
- c. Authorize the Director of Health or Assistant Director of Health or their designees to sign up to three (3) future amendments to the Agreements where the amendments do not significantly change the scope of work and do not exceed 10% (\$1,375) in the aggregate.

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. Board Report, 2. Agreement, 3. Completed Board Order Item No. 39

| Date      | Ver. | Action By            | Action   | Result |
|-----------|------|----------------------|----------|--------|
| 8/23/2022 | 1    | Board of Supervisors | approved | Pass   |

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b. Approve the recommendation of Director of Health to accept all non-standard provisions in Agreement, including indemnification; and

c. Authorize the Director of Health or Assistant Director of Health or their designees to sign up to three (3) future amendments to the Agreements where the amendments do not significantly change the scope of work and do not exceed 10% (\$1,375) in the aggregate.

**RECOMMENDATION:**

It is recommended that the Board of Supervisors:

a. Approve and authorize the Director of Health, to sign a Quotation Purchase Agreement (“Agreement”) with Esaote North America, for the purchase of extended services warranty for one (1) ultrasound machine with serial number #1749 and related software and warranty, for use in the Monterey County Health Department Alisal Health Center clinic, retroactive to March 6, 2022 for a term through March 05, 2027, for a total contract liability of \$13,750; and

b. Approve the recommendation of Director of Health to accept all non-standard provisions in Agreement, including indemnification; and

c. Authorize the Director of Health or Assistant Director of Health or their designees to sign up to three (3) future amendments to the Agreements where the amendments do not significantly change the scope of work and do not exceed 10% (\$1,375) in the aggregate.

**SUMMARY/DISCUSSION:**

The Health Department Clinic Services Bureau (Clinic Services) operates ten community clinic sites designated as Federally Qualified Health Centers (FQHCs) which provide preventive, primary, and specialty medical care services.

Esaote North America is one of the world’s largest leading producers of medical diagnostic systems. Clinic Services first purchased the Esaote MyLabGamma model ultrasound machine in 2016 for patient diagnostic testing in the Alisal Health Center clinic. The

purchase was initially made using Central California Alliance for Health equipment grant as a fixed asset purchase under Clinic Services' product distributor account McKesson, which included an extended services warranty. Now that the original purchase warranty has expired, a separate agreement to continue extended warranty services and software updates for the existing machine is required.

The Board of Supervisors approved similar Agreements with Esaote on September 15, 2020 for the Laurel Family Practice clinics which differed by the unique machine serial numbers per Agreement. Approval of this recommendation will allow extended warranty coverage to continue for the ultrasound machine's parts repairs, loaners and replacements for the machines, technical support, remote diagnostics and software updates.

This work supports the Monterey County Health Department 2018-2022 Strategic Plan Goal: 2. Enhance community health and safety through prevention. It also supports one or more of the ten essential public health services, specifically: 2. Diagnose and investigate health problems and health hazards in the community.

OTHER AGENCY INVOLVEMENT:

The office of the County Counsel has reviewed as to form.

FINANCING:

Sufficient funds are available in the FY 2022-2023 Adopted Budget for Clinic Services Bureau, Health Department (4000-HEA007). This Agreement is funded by revenues generated from Medi-Cal and Medicare. There is no financial impact to the General Fund resulting from approval of this Agreement.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiatives:

Economic Development:

- Through collaboration, strengthen economic development to ensure a diversified and healthy economy.

Administration:

- Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.

Health & Human Services:

- Improve health and quality of life through County supported policies, programs, and services; promoting access to equitable opportunities for healthy choices and healthy environments in collaboration with communities.

Infrastructure:

- Plan and develop a sustainable, physical infrastructure that improves the quality of life for County residents and supports economic development results.

Public Safety:

- Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow by reducing violent crimes as well as crimes in general.

Prepared by: Prisca Segovia, Management Analyst II, 755-4939

Approved by:

Date: \_\_\_\_\_

Elsa Mendoza Jimenez, Director of Health, 755-4526

Attachment:

Agreement